

## Message Text

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PAGE 01 PARIS 09536 151817Z

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ACTION EB-07

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TO SECSTATE WASHDC IMMEDIATE 8521

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PASS EB - KATZ

E.O. 11652: N/A

TAGS: OVIP (THOMAS O. ENDERS)

SUBJECT: SALOMON BROTHER INVITATION

1. RECEIVED FOLLOWING CABLE REGARDING SALOMON BROTHERS  
PETROLEUM SEMINAR IN NEW YORK APRIL 17:

TEXT

11 APRIL 1975

DEAR MR. ENDERS,

I AM TELEXING YOU TO PROVIDE YOU WITH MORE INFORMATION ON OUR PETROLEUM SEMINAR APRIL 17 HERE IN NEW YORK. I CAN APPRECIATE HOW BUSY YOU ARE IN MEETING WITH THE OPEC COUNTRY REPRESENTATIVES. WE AT SALOMON BROTHERS WISH YOU THE BEST SUCCESS IN THESE NEGOTIATIONS AND WE ARE HIGHLY HONORED BY YOUR ACCEPTANCE TO SPEAK AT OUR PETROLEUM SEMINAR. WE UNDERSTAND THAT IN THE EVENT THESE NEGOTIATIONS KEEP YOU IN PARIS BEYOND THEIR EXPECTED TERMINATION DATE YOU WILL HAVE MR. KATZ AS YOUR SURROGATE. AS I MENTIONED EARLIER THE OTHER SPEAKERS ON THE PANEL WILL INCLUDE PROFESSOR M. A. ADELMAN OF MIT WHO WILL SPEAK ON THE WORLD SUPPLY AND PRICE OF CRUDE OIL 1975 AND BEYOND AND MR. WARREN DAVIS, CHIEF ECONOMIST GULF OIL CORPORATION, WHO WILL SPEAK ON NEW PROFIT OPPORTUNITIES FOR U.S. MULTINATIONAL CORPORATIONS IN THE OPEC COUNTRIES 1975 AND BEYOND. WE WOULD LIKE YOUR TOPIC TO FOCUS ON THE UNITED STATES AND OTHER OIL-CONSUMING COUNTRY ENERGY POLICIES TOWARD OPEC COUNTRIES 1975 AND

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BEYOND; IN PARTICULAR WE HOPE YOUR TALK WILL FOCUS ON TH

CURRENT AND LONG-TERM POLICY OPTIONS AFFECTING THE SUPPLY AND PRICE OF CRUDE OIL. YOU MAY ALSO WANT TO DISCUSS THE ISSUE OF OPEC SURPLUS REVENUES TO THE EXTENT THAT YOU FEEL THE ISSUE IS RELEVANT TO UNITED STATES POLICY. THE SEMINAR AUDIENCE WILL CONSIST OF OVER 200 PROFESSIONAL ECONOMISTS AND MONEY MANAGERS FROM NEW YORK LARGEST FINANCIAL INSTITUTIONS AND IN ADDITION THE SEMINAR WILL BE BROADCAST LIVE TO GATHERINGS OF CHIEF ECONOMISTS OF FINANCIAL INSTITUTIONS AND PETROLEUM-RELATED CORPORATIONS THROUGHOUT THE UNITED STATES, CANADA AND THE UNITED KINGDOM. WE HAVE ALLOCATED 15 TO 20 MINUTES FOR YOUR COMMENTS AND AFTERWARDS QUESTIONS FROM THE FLOOR AND THOSE PHONED IN FROM ACROSS THE UNITED STATES, CANADA AND THE U.K. WILL BE ENTERTAINED. THE SEMINAR BEGINS AT 345 PM NEW YORK TIME THURSDAY APRIL 17. IT WILL BE HELD AT OUR OFFICES AT ONE NEW YORK PLAZA, 41ST FLOOR HERE IN NEW YORK. WE HOPE THAT YOU WILL BE ABLE TO ARRIVE BY 3 P.M. I CAN ARRANGE TO HAVE A LIMOSINE MEET YOU AT THE AIRPORT IF NECESSARY. FOLLOWING THE SEMINAR COCKTAILS AND A SPECIAL DINNER IN HONOR OF THE PANEL WILL BE HELD AT CLUB 21 HERE IN NEW YORK. A SELECT GROUP OF FINANCIAL LEADERS IN NEW YORK, INCLUDING THE GENERAL PARTNERS OF SALOMON BROTHERS WILL ATTEND THIS DINNER. WE CAN TAKE CARE OF ANY NECESSARY HOTEL ARRANGEMENTS THAT YOU MAY REQUIRE. INTEREST AND PARTICIPATION AND WE LOOK FORWARD TO YOUR PROVOCATIVE AND TIMELY COMMENTS ON APRIL 17. PLEASE CALL ME HERE IN NEW YORK AT 212/747-7116 WITH ANY QUESTIONS. THANKS AGAIN, AND AGAIN GOOD LUCK IN YOUR NEGOTIATIONS.

VERY TRULY YOURS,  
DR. E. ANTHONY COPP  
MANAGER PETROLEUM GROUP  
SALOMON BROTHERS

2. INFORMING COPP DIRECTLY PREPCON WILL PREVENT MY SPEAKING AT SEMINAR AND SUGGESTING YOU REPLACE ME IF YOUR SCHEDULE PERMITS. WOULD APPRECIATE YOUR DOING THIS IF POSSIBLE.

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3. IEA GOVERNING BOARD DATES NOW FIRM FOR APRIL 28-29. INFORM SYMINGTON AND PITTSBURGH FOREIGN POLICY CONFERENCE THIS COMMITMENT WILL REQUIRE CANCELLATION SPEAKING ENGAGEMENTS THOSE DATES WITH APPROPRIATE REGRETS. STONE

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**To:** STATE  
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